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Hans Günther Kersten has studied law at the university of Cologne and joined DB in Frankfurt in 1999. He has held the position of Senior Legal Advisor in the DB Passenger Division until 2001 when he became Senior Manager at the International Relations department in Berlin.

During his years as Senior Manager in Technology he was also the representative of the Head of Technology and Procurement in charge of external organizations and committees. Later Hans Günther Kersten became Head of External Relations of Rail Technology, Head of the Coordination Group of German railway standardisation at the Body DIN-FSF and Head of the German delegation of CEN TC 256. He held these positions at DB until 01 June 2012 when he joined the UIC and became the new Director of the Rail System Department in Paris.



GLOBAL
RAIL
FREIGHT
CONFERENCE

SEAMLESS TRANSPORT CHAINS THROUGH HARMONISATION

Success Stories and Global Perspectives for Rail Freight

UIC Standards – serving the rail freight business

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Basic Reasons for Standardisation

- 1.** Economies of Scale
- 2.** Interoperability
- 3.** Safety
- 4.** Dissemination of technical know-how
- 5.** EU: concretising legal provisions

Challenges for Standardisation

Strengthen role and input of public and societal stakeholders in the elaboration of standards

WORKERS' SAFETY AND CONDITIONS

ECONOMIC AND FINANCIAL CRISIS

CONSUMER PROTECTION

MARKET WEAKNESSES

CLIMATE CHANGE

AGEING OF POPULATION

GLOBALISATION

INNOVATION

SUSTAINABLE RESOURCE USE

SOCIAL INCLUSION

INTEGRATION OF PEOPLE WITH DISABILITY



Why UIC Standardisation

How will it help your business?

Manufacturers focus on production costs,
Railway Operating Community (ROC) on life cycle costs

Manufacturers focus mainly on the optimisation of their production costs, whereas the ROC's interest is to optimise the costs **over the total life cycle** of the product. In particular for railway products, e. g. locomotives, with life cycles of 40 years and more, those two concepts can lead to very different results.

- ➔ Therefore, the ROC has to ensure that a railway standard contains specifications which are aimed at cost optimisation not only until delivery of the product or the end of its warranty period, but over its total life cycle.
- ➔ This requires active participation of the ROC in standardisation, which they cannot leave to the manufacturers alone without risking significantly higher life cycle costs for their means of production.

Why UIC Standardisation (1/2)

92 years of experience for 6 UIC Regions on 5 continents

The dominance of manufacturers in other standardisation organisations

Given the existence of European (EN) and International standards (ISO/IEC) –
Is UIC technical standardisation double work?

But virtually all other railway standardisation organisations are on every level (National, European, International) becoming more and more dominated by manufacturers.

Twenty years after the former state railways had given up their dominant position as technical designers who could not only tell their suppliers what to build, but also how to build it, the roles between railways and manufacturers have been dramatically reversed.

It therefore is essential to maintain the standardisation competence of UIC where the ROC can produce standards which entirely correspond to their needs (“For the ROC, by the ROC”).

Why UIC Standardisation (2/2)

Why UIC Standards in addition to ENs, ISO,...?

The advantage of UIC Standards

Certain areas, in particular operation, are only in exceptional cases dealt with by the general standardisation organisations CEN/CENELEC, ISO and IEC. Unlike the general standardisation organisations, where a standard mostly “disappears from the radar screen” after the voting, to resurface only for revision five years later, the UIC working groups usually also receive feedback from the implementation of the standard and therefore can adjust the standard if need be.

UIC Standards as a “corrective element” of general standards

Even where members decide to other confide a standardisation item to another organisation, it makes sense to keep the option of a UIC standard as a “corrective element” in case the ROC stakeholders should not be able to get “their” specifications into the general standard due to the resistance of other stakeholders, in particular the railway manufacturers.

In such cases the general standard could be amended by UIC Standards containing the items the ROC stakeholders were unable to incorporate into the general standard.

This strategic option of creating standards purely based on the needs of the railways would be lost if the members disbanded their standardisation activities at UIC.

UIC Standardisation

UIC Standardisation Platform Overview

In UIC the general standardisation issues are managed by the UIC Standardisation Platform, whereas single standardisation items are handled by the pertaining expert group.

The Standardisation Platform implements the guidelines and strategies decided by the UIC General Assembly.

Mission

1. Coordination of drafting and updating of the International Railway Standards
2. Identification and coordination of the Standardisation Clusters, which are dedicated to specific business cases , e.g. the Rail Freight Corridors
3. Coordination of drafting and updating of the Railway Operating Rules
4. Negotiation of Cooperation Agreements with other Standardisation Organisations

UIC International Railway Standards (IRS)

1. A Common Part

with the elements common to all Applications that are implemented when the IRS is adopted.

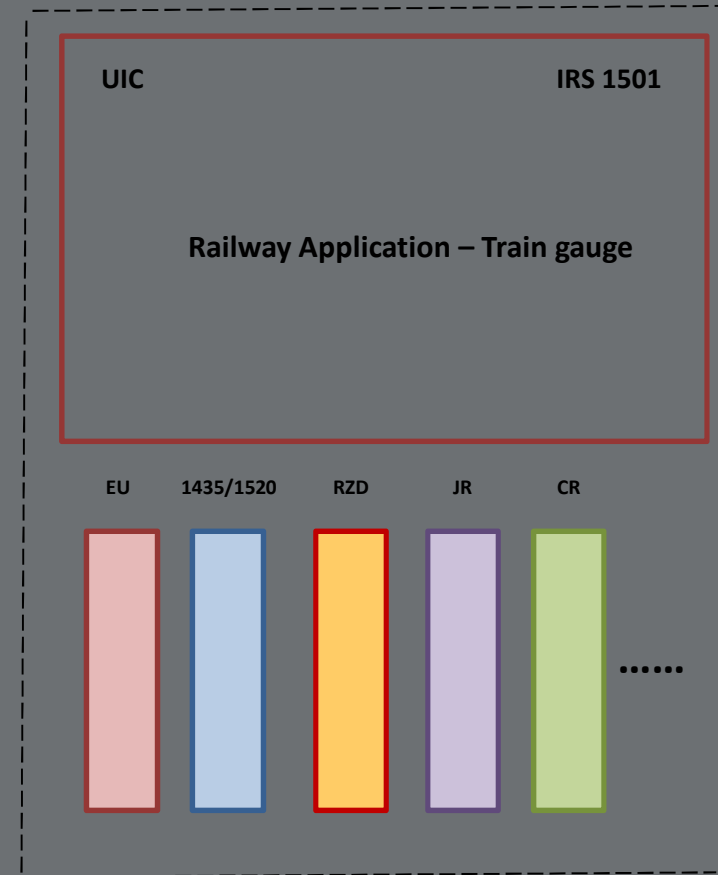


2. Several Specific Parts

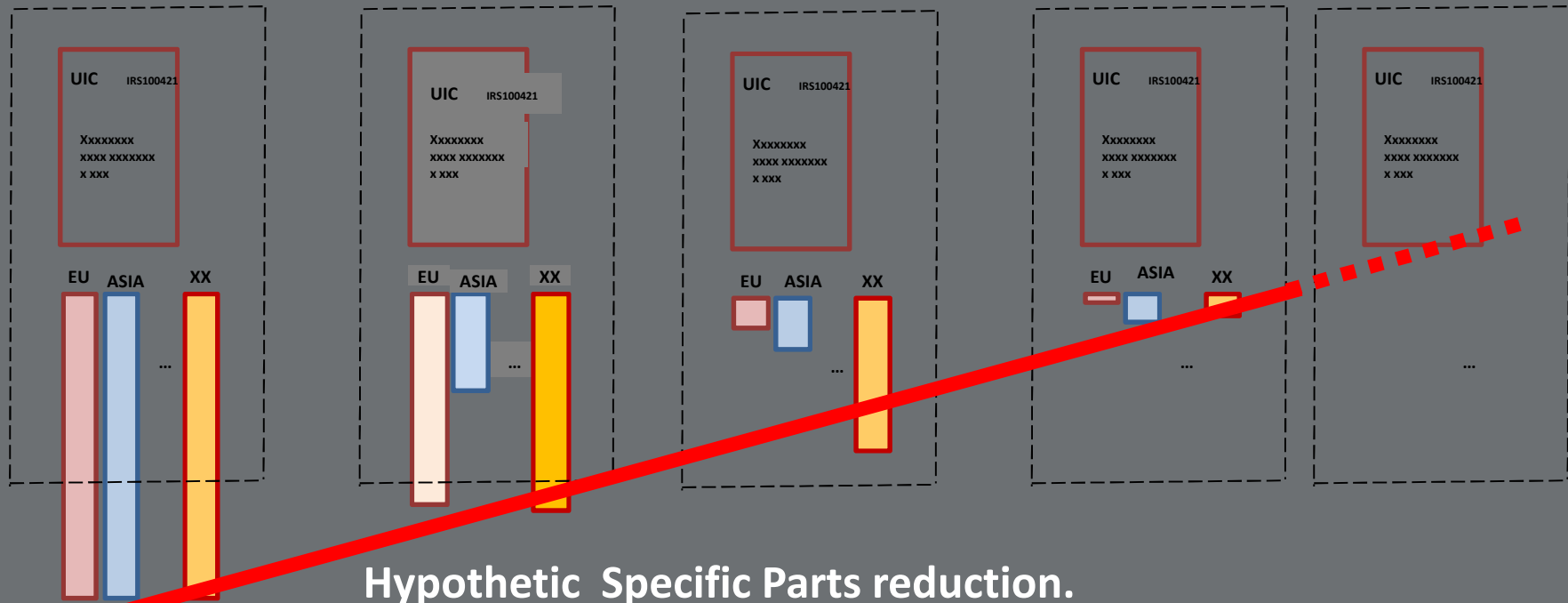
each of which pertaining to a specific service or geographic application.



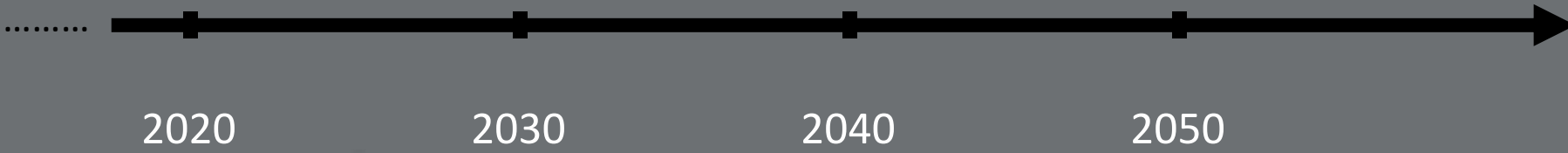
UIC International Railway Standard (IRS)



IRS Pathway



Hypothetic Specific Parts reduction.
The slope of the red line depends case by case.



UIC Standardisation Platform Cluster “Asian-European Rail Freight Link”

Mission:

- 1.** Identify the interoperability problems.
- 2.** Define and prioritize work items.
- 3.** Draft standards in cooperation with all relevant stakeholders.
- 4.** Monitor and advise implementation.
- 5.** Define Key Performance Indicators to control success and ensure a continuous improvement process.

Conclusions

- ✓ UIC Railway Standardisation ensures in the technical domain specifications which are purely oriented at the business needs of the ROC.
- ✓ In the operational domain it ensures the conservation and dissemination of operational know how and best practice.
- ✓ The UIC International Railway Standards with a common part and specific parts which take into account legal and other specificities of individual markets, countries or regions, provide a tool for a differentiated standardisation approach.
- ✓ Because of their great economic potential the Asian-European Rail Freight Corridors are in the focus of one of the most important UIC Standardisation Clusters.

■ ■ ■ Thank you for your kind attention



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